

CG ARCHSTONE

2023 - 2024



Commercial
Real Estate
Consulting
& Hospitality

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COMMERCIAL REAL ESTATE & HOSPITALITY CONSULTANCY

"CGA endeavours to recommend pragmatic, yet ambitious and sustainable strategies and solutions to cater for the needs and expectations of its clients."

Drawing-on a wide range of real estate capabilities highly valued by French and global institutional investors, **CG ARCHSTONE** aims to meet the needs of its clients in an innovative way to provide them with a tailor-made, high-quality experience.

In a highly-complex real estate market that provides a wealth of opportunities, CGA offers to make the best of its capabilities to source, arbitrate, revalue and manage your property assets.

Our areas of expertise

Drawing on the skills of its associates, **CG ARCHSTONE** provides its clients with bespoke solutions for their real estate transactions as well as advice to users and owners of **Tertiary, Residential and Retail properties.**

Drawing on its expertise and on its cross-functional staff, **CG ARCHSTONE** covers a wide range of assets to cover all the needs of its corporate clients, including Investment Funds, Institutional Investors and Family Offices.

CG ARCHSTONE also offers bespoke services in asset repositioning, asset valuation and asset management.



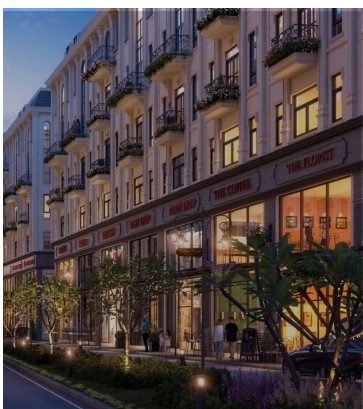
OFFICES



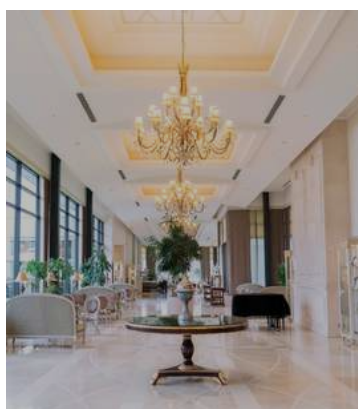
RETAIL



EDUCATION



RESIDENTIAL



HOSPITALITY



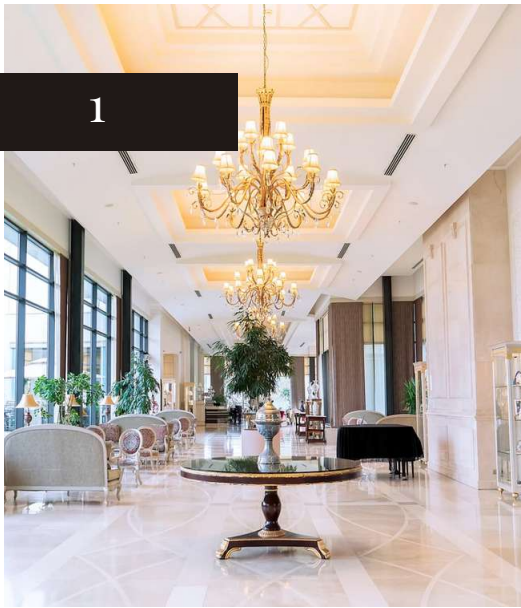
LOGISTICS



OUR SERVICES

CG ARCHSTONE leverages collaborations with multidisciplinary teams and partners to intervene in a variety of assets and meet the needs of its corporate clientele, which includes **investment funds, institutional investors, family offices and end-users.**

This approach enables **CGA** to offer solutions tailored to each client's specific needs and objectives.



1

TRANSACTION



2

TENANT REPRESENTATION



3

**REPOSITIONNEMENT ET
VALORISATION D'ACTIFS**



4

ASSET MANAGEMENT



Transaction

CG ARCHSTONE (CGA) advises its clients in their **acquisition** or **arbitration transactions** (asset disposal or transfer of business shares) both for single assets and for portfolios.

CGA covers all types of assets: **offices, retail, hotels, residential blocks, assets dedicated to education, and logistics assets.**

CG ARCHSTONE provides its clients with comprehensive support in the completion of their transactions.

A team of dedicated consultants with recognized expertise and skills is at our customers' service, depending on the type of assets concerned.

Beyond traditional office and logistics transactions, **CG ARCHSTONE** is now a **recognized player in the field of transactions** and support for investors and users of **assets dedicated to education** (schools, training centers, etc.), with a perfect command of the regulatory, legal, tax and urban planning issues specific to these assets.

CG ARCHSTONE also has a team dedicated to hospitality investors, hotel groups, owners of **hotels** and **tourist accommodation**, offering a tailor-made transactional service to support them in their acquisitions and sales of hotels & tourist residences.

Tenant Representation

Behind payroll, property is the second largest item of expenditure for the vast majority of tenants in office buildings, logistics, education and industrial properties. It also represents too high a cost for companies which own non-optimised asset properties (maintenance costs, charges, taxes and difficulties in managing partially or completely vacant properties).

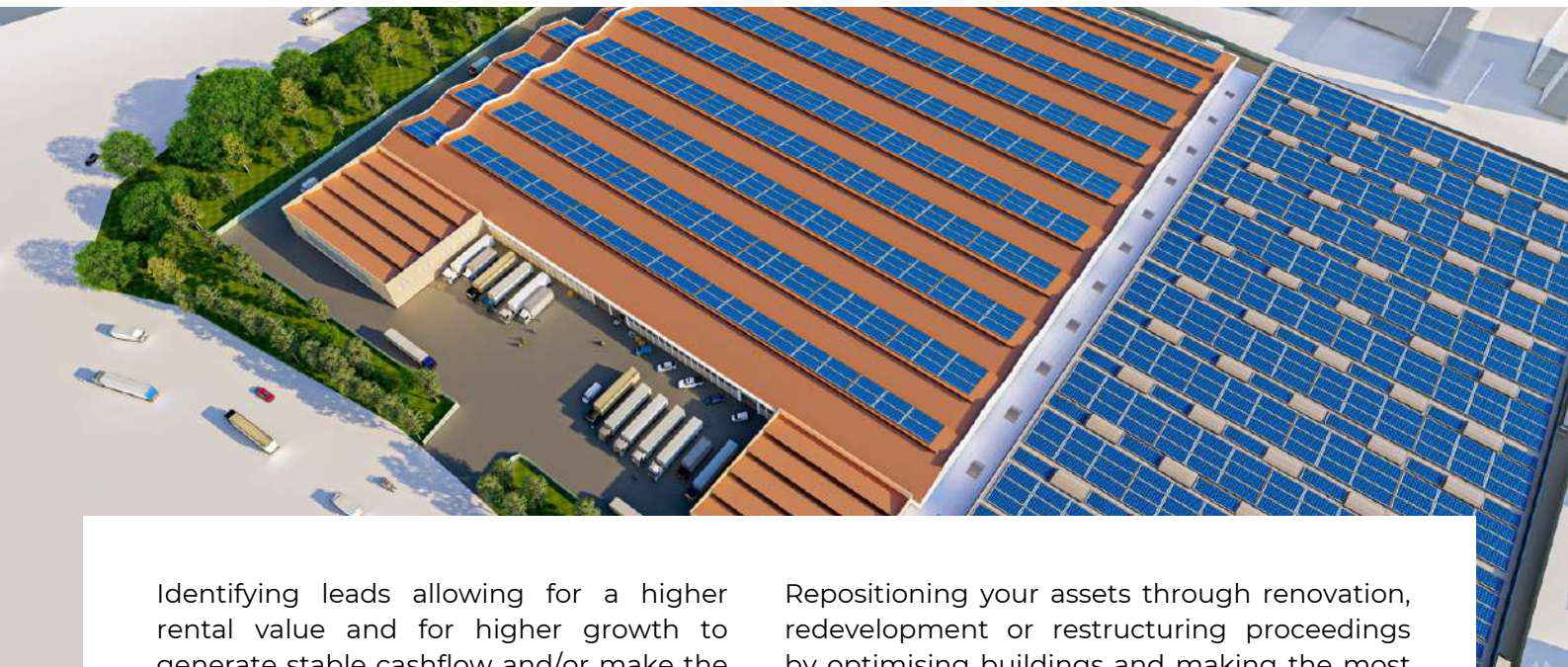
CG ARCHSTONE provides tenants or owner-occupiers with the following services:

- Negotiating and renegotiating leases, negotiating early exit terms and conditions.
- Defining property development plans.
- Defining the strategy for grouping properties, disposing of property assets and optimising property portfolios.
- Acquiring properties (for instance, Headquarters) consistent with current needs, growth outlook, and financial investment and value creation goals.

Asset repositioning and revaluation

CG ARCHSTONE assists its clients in their property asset valuation enhancement strategy.

We believe property assets should keep up with their urban environment. Hence, we offer repositioning solutions by:



Identifying leads allowing for a higher rental value and for higher growth to generate stable cashflow and/or make the asset more liquid:

- identifying new users,
- increasing rents or levelling rents up to the market base rent by identifying renegotiation options,
- negotiating or renegotiating leases.

Repositioning your assets through renovation, redevelopment or restructuring proceedings by optimising buildings and making the most of urban planning rules.

CG ARCHSTONE also helps you to implement your repositioning strategies with a turn-key service.

From defining your strategy up to its implementation, CGA helps you to implement your repositioning projects with the assistance of its associates, including the services of architects, engineering consultants, contractors, follow-up works and AMO.

Asset Management

Investment strategy

In a constantly evolving real-estate landscape, CG ARCHSTONE offers fully customised support to its clients when it comes to investment or divestment strategies.

This includes global macroeconomic and environmental analysis (infrastructure and urban development projects, social and economic changes in communities, etc.) which aim at defining the most efficient and relevant investment and arbitration strategies with regard to the desired objectives.

Investment sourcing

Investment sourcing: Thanks to a top-tier network of local and global developers, owners and investors, **CG ARCHSTONE** can source bespoke and off-market investment opportunities that match the requirements and profiles of its clients ("Core", "Core+", "Value Add", "Opportunistic").

Be it through a renovation strategy, a relocation strategy or a disposal strategy, we will provide you with the solution that is the most suitable to your personal assets in order to make them as productive as possible.



Property management and financing

CG ARCHSTONE can also provide management and financing solutions.

We can also help our clients handle their daily **Asset Management** and **Property Management issues**.

The team



Samia FILLEUL

Managing Director & Co-founder of CG ARCHSTONE

Civil Engineering graduate, Samia is a MRICS Senior Expert and was previously a Partner in Cushman & Wakefield's Capital Markets department.

With more than 20years experience in the commercial property sector, her strong expertise includes international achievements and successful management of large-scale property projects across France and Europe.

She has also led numerous arbitration transactions on behalf of a diverse client base, including major US corporations, international investment funds, French institutions, SCPIs, and CAC 40 and SBF 120 companies.

With her mastery of technical, legal and financial aspects, she has earned a rapid recognition as a specialist in complex arbitration and negotiation transactions.



Amélie MICHEL

Head of the Administrative department

Graduated with a master's degree in the market financing and a master's degree in wealth management at Paris School of Business, Achille began his career as a wealth manager in a firm specializing in wealth management, before joining "Les Secrets de l'Immo" as sales manager and specialized in real estate investment.

Today, Achille is the transactional manager for the 4 & 5* hotels at CG Archstone. Achille is fluent in English and comfortable in Spanish.

With an atypical background, Amélie is like a "Swiss Army knife" with a background in the legal world. With more than fifteen years in the very closed circle of Anglo-Saxon law firms, Amélie accompanies lawyers in their daily work with prestigious and particularly demanding international clients.

She worked for six years in a real estate company where she managed and consolidated the administrative department before moving on to asset management and the monitoring of financing assets. With this experience, Amélie has joined the CG Archstone team as head of the administrative department.

Amélie is bilingual in English and is a graduate of the Ecole Nationale de Droit et de Procédures.



Achille PONS

Hotel Transaction Manager

Graduated with an International Bachelor in Business and Administration (BBA) at Excecia Business School, Maël has joined the CG Archstone team as an analyst in 2021.

Previously, Maël was involved in research and management missions on all types of assets for a major developer in the French real estate market.

With this experience, Maël is currently working upstream of the transaction missions, on the realization of communication tools and on financial modelling.

Maël is fluent in English.



Maël LAMY
Capital Markets Analyst



Thierry LOUSTAUNAU
Education Consultant

With an international career in education, translation, insurance and real estate, Thierry joined CG Archstone to put his rich and varied experience at the service of our Education department, a team dedicated to servicing the needs of all actors in the fields of education and vocational training.

Beyond his bilinguism, Thierry has a dual French and English culture.

Achievements

Conseil à la stratégie d'Arbitrage et réalisation de Cessions

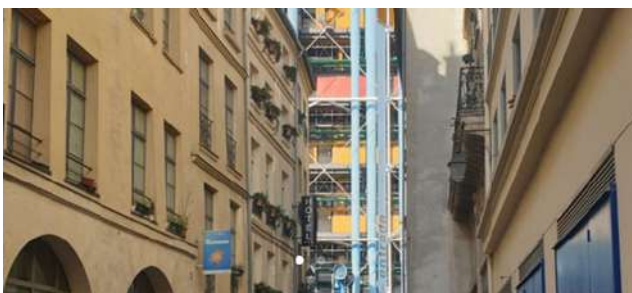


Noisy-Le-Grand

Implementation of a disposal strategy of an “off market” portfolio consisting of 3 office buildings in Noisy-Le-Grand (93) with 23,600 sqm and 459 parking spaces. Disposal to an American Institutional Fund of the “Titania” Portfolio: “Uranus” (6,857 sqm) and “Mercure” buildings (6,115 sqm) within the “Copernic I” ensemble, and “Maille Nord IV” office building (10,555 sqm). 75% of the “Titania” Portfolio is, as of the sale date, let to CAC 40 and SBF 120 Companies and to Government organizations.

Paris 13th Arrondissement

Implementation of a disposal strategy via VEFA, or “off-plan”, through a restricted call for bids for a former symbolic industrial building located at rue Pascal in the 13th arrondissement of Paris, redeveloped into a school covering 2,574 sqm and leased via BEFA, or “off-plan”, to the prestigious LISAA School of Art & Interior Design for a fixed period of 12 years. Comprehensive follow-up on VEFA and the implementation of BEFA, establishment of the Dataroom and Due Diligence, and the sale to a leading French Institutional Investor.



Paris 4th Arrondissement – rue Simon Le Franc

Completion of the sale to a major French SCPI with SRI accreditation of the 756 sqm premises of a benchmark school located at 8 rue Simon Le Franc in the heart of the Marais district of Paris. This co-owned building, fully renovated in 2021, is home to the “Atelier de Sèvres” school (Galileo Global Education Group), a benchmark art school in the fields of design and animated film. CG ARCHSTONE has a unique expertise in arbitrating assets dedicated to education, and this sale is in line with the fundamental trend initiated by investors, who are stepping up their investments in this promising and secure niche of educational investments.



Conseil à l'Acquisition, Redéveloppement et Arbitrage



Paris 19th Arrondissement – Crimée Passage

Acquisition on behalf of an investor of an industrial site to be redeveloped in Paris' 19th arrondissement. Implementation of a strategy of redevelopment into residential property, the outlining of real estate promotion specifications and the promotion's assessment, the monitoring of the project's realisation and sale via VEFA.

Paris 18th Arrondissement – 44 Rue Lepic

Acquisition on behalf of an investor of an apartment block to be redeveloped in the heart of Montmartre in Paris' 18th arrondissement. Implementation of a redevelopment strategy into commercial property covering 450 sqm on the ground floor, mezzanine and first floor, and into residential property on the second floor, the outlining of real estate promotion specifications and the promotion's assessment and the monitoring of the project's realisation. Sale via VEFA of the residential part to a private investor and the commercial section to a Retailer.



Asset Management and Investment Advisory:

Asset management and support missions in terms of investment strategy on behalf of various Funds and Family Offices.



Partnerships

MAYER | BROWN



EIXA



GROUPE FRANC
ARCHITECTURES





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CG ARCHSTONE